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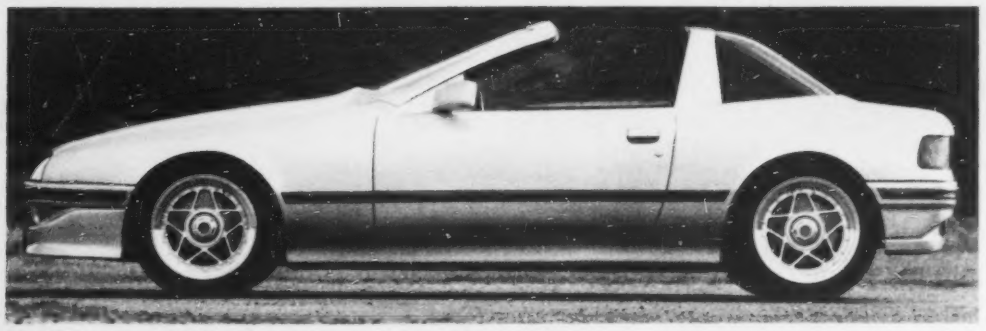


The AC Ace: It could be heading for sale in the United States.

The Birmingham show

Ford getting bullish on British operations

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

BIRMINGHAM, England — Ford Motor Co. has made a huge commitment to its British operations in the form of a five-year, $2.1 billion capital investment program.

Ford of Britain Chairman Derek Barron announced plans for the massive cash infusion last week at the British international auto show here.

Among the announced projects are investments of $745 million on new vehicles and another $820 million on new engines and transmissions.

The announcement confirms that Britain will be a stronghold in Ford's overall European manufacturing program for the future. It is a monumental show of faith in the local industry.

The investment reflects a favorable currency exchange rate and improving industrial relations in Great Britain, and it also is a sign that Ford, the market leader in the United Kingdom, will concede noth-

see FORD, page 49

Ace may sell in U.S., but it won't be a Ford

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

BIRMINGHAM, England — The 140-mph AC Ace sports car, which could be North America-bound, debuted at the British International Motor Show here as a concept car on the Ford stand.

But the Ace, a 2+2 design, four-wheel-drive revival of a British sports-car marque from the 1960s, does not fit into Ford's much-discussed luxury two-seater plans in North America.

The prototype was designed and developed by Autokraft — headed by Brian Angliss — and AC Cars in conjunction with Ford's European Design Staff. It would be manufactured and marketed by Autokraft, which is based in Brooklands, England.

The concept car employs Ford mechanical components and instruments and can be powered by either a fuel-injected Ford 2.8-liter V-6 or the Sierra Cosworth's turbocharged 2.0-liter four-cylinder engine, a 16-valve unit that develops 205 horsepower.

see ACE, page 49

GM auto loss cuts industry earnings

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

Costly incentives offered by each of the Big Three and a substantial operating loss at General Motors will reduce combined third-quarter earnings of the three companies by about 30 percent from last year.

Ford Motor Co.'s quarterly profits are expected to be up substantially, and Chrysler Corp. will show less of a loss than GM.

The Big Three are expected to earn about $788 million for the third quarter, based on an average of estimates by 10 leading auto analysts. That compares with earnings of $1.15 billion in the third quarter of 1985.

The median estimate of the analysts queried by Automotive News was a third-quarter profit of $798 million.

For the year, the Big Three combined are expected to earn $6.75 billion, down 17 percent from the $8.1 billion earned in 1985. However, analysts say fourth-quarter and full-year earnings will depend upon whether the automakers use aggressive incentives in the fourth quarter.

General Motors is expected to earn about $85 million in the third quarter, based on the average of auto analysts' forecasts. That compares with profits of $517 million in the year-ago quarter. The median estimate is $80 million.

EARNINGS FORECAST
averages from 10 auto analysts, in millions

	GM	Ford	Chrysler
3rd quarter 1986	$85	$485	$218
3rd quarter 1985	$517	$313	$316
all of 1986	$2,600	$2,900	$1,250
all of 1985	$4,000	$2,500	$1,600

The $85 million would represent GM's lowest quarterly profit since the end of the early-1980s recession. GM lost $468 million in the third quarter of 1981.

Estimates for GM showed the widest range of the forecasts for any of the companies because analysts said they were unsure of what tax credits and financial accounting mechanisms GM would use to offset its substantial operating loss and how much GM's non-automotive businesses would contribute to earnings.

The analysts' third-quarter estimates for GM ranged from no

see EARNINGS, page 52

Navistar plans massive reshuffling of stock, debts

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Navistar International Corp. plans to refinance its debt and issue new classes of stock, seek approval to become a holding company and appoint new top executives.

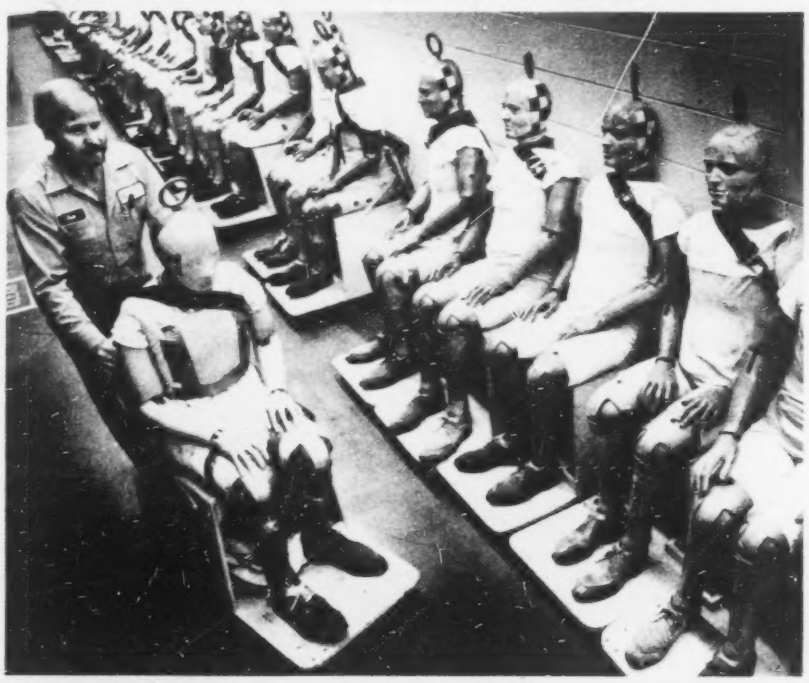
The moves are expected to strengthen its financial position and open up diversification opportunities.

Industry sources say a deal is in the works for Navistar to market a Caterpillar engine under the International name.

Navistar's share of the medium- and heavy-truck markets, in which it competes, has been improving, but Navistar and its competitors expect a 10- to 15-percent drop industrywide in Class 8 demand this year.

And Navistar does not foresee

see NAVISTAR, page 50



New guy on the block AUTOMOTIVE NEWS/JOE WILSSENS

Dale Charlick, a technician in the anthropomorphic laboratory at the General Motors Proving Ground in Milford, Mich., wheels a Hybrid III dummy past Hybrid II models. The newer dummy, recently approved by NHTSA, provides 31 measures of impact severity, compared with eight on earlier models. Fashion note: GM dummies wear Hush Puppy shoes, size 11EE for the males.

DeLorean vs. U.S.: Fraud trial promises to be complicated

By Edward Lapham
AUTOMOTIVE NEWS STAFF REPORTER

The fraud and racketeering trial of former automaker John Z. DeLorean will begin in earnest this week in U.S. District Court in Detroit.

Much of the evidence and testimony is likely to involve complicated financial transactions and documents which form the government's audit-trail case.

However, the government may enter into evidence tax returns of John DeLorean and third ex-wife Cristina Ferrare, and there undoubtedly will be courtroom revelations about other prominent individuals, as well as fiery defense denunciations of the U.S. government, the British government and others. There may even be a surprise witness or two.

DeLorean, 61, is charged with 15 counts ranging from violations of the RICO (Racketeering Influenced and Corrupt Organizations) statute to mail fraud, tax fraud, wire fraud and interstate transportation of stolen money.

The charges stem from a series of 1978 and 1979 financial transactions relating to the financing of the defunct DeLorean sports-car project.

The government will try to prove that DeLorean took at least $8.5 million raised for research and development purposes, laundered it through a European banking maze and converted it for his personal use.

DeLorean, who was indicted by a federal grand jury on Sept. 20, 1965, pleaded innocent to all 15 counts.

see DeLOREAN, page 26

IN NEWSPAPER

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Franchise agreement changes at Audi Page 3

Yugo holds price line, readies new model Page 4

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Audi dealers win two key points in new franchise

By Dave Zola
AUTOMOTIVE NEWS STAFF REPORTER

The 410 Audi dealers in the United States next month will begin receiving new franchise agreements covering the next five years.

The new pact is not revolutionary, Audi of America officials and dealers agree. But those closely involved with its formation said the contract is among the best in the industry.

For the first time, Audi asked for dealer input in formulating the agreement -- and the importer paid a price in the process.

Audi said it gave in to dealers on two key areas, including the right of first refusal in dealership sales agreements.

Also dropped was a provision that would have allowed the importer to restrict the availability of future models to certain dealers.

The right of first refusal would have given Audi the power to veto unconditionally the sale of a dealership if the importer agreed to make the purchase itself on identical terms.

Other carmakers have that clause in their franchise agreements, and General Motors in some cases has used the provision to help minority applicants buy dealerships.

The clause also can be used to eliminate a sales point, with the manufacturer or importer buying and then closing the dealership.

"We really wanted to have that one in," said C.R. Garity, Audi market representation manager.

But Audi gave up when dealers complained that the provision would make it more difficult to find buyers if the deal could be quashed arbitrarily.

Audi also lost some flexibility by dropping the provision that allowed it to decide which dealerships can sell which models. As the contract now stands, anything branded with the Audi name must be made available to all dealers.

Only through creation of a separate franchise — as with Honda's Acura or Ford's Merkur — could Audi restrict availability of models. Dealers who helped draft the agreement said they are confident that is unlikely to happen because of the expense involved and Audi's present sales volume of under 100,000 vehicles annually.

"If we come out with some new product, like a high-performance replacement for the Coupe, and the car says 'Audi' on it, then every dealer has to be given the opportunity to sell it," Garity said.

"It would have given us the opportunity with any products we bring out in the next five years to say, 'You've got to get the tools and you have to be able to effectively service it (in order to sell the car),' " Garity said. "That also was taken away from us, which hurt us.

"But the dealers insisted on everybody

see AUDI, page 50

Another 400 strike at GM Tech Center; total is 655

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

A second unit of UAW Local 160 walked out last week in protest of subcontracting at General Motors' Tech Center in Warren, Mich. UAW Vice President Donald Ephlin called the local strike a company-wide issue.

About 400 Tech Center maintenance workers in the facilities section are striking because they are excluded from servicing Fisher Guide Division's administration building, a leased facility in the Tech Center area.

The maintenance workers join 255 in the research unit, which also includes skilled trades workers, who walked out Sept. 22 over outsourcing for GM's Trilby project (Automotive News, Oct. 13).

Building trades workers at the site also walked out, but nearly 4,000 members of other units of Local 160 are still on the job.

AUTOMOTIVE NEWS/JOE WILSSENS
UAW Local 160 members protest subcontracting at GM Tech Center

Ephlin, director of the union's GM department, said, "Outsourcing and subcontracting of our jobs continue to be a major problem throughout General Motors. The union will not sit idly by and see the integrity of its bargaining units eroded in a cavalier fashion."

A GM spokesman said that the buildings housing Fisher Guide headquarters and the Trilby project are leased and that landlords provide maintenance service.

He said he could give no specifics on the strike's effects but that "during any strike, some of the work doesn't get done."

Earl Hartman, the local's recording secretary, said that salaried personnel are doing some maintenance work, including manning the garbage trucks.

Hartman said that GM told the union the strike was illegal and that the company would take the issue before the National Labor Relations Board. "We said, 'See you in court,' " he said.

Hartman said the local's 1,300-member unit at Chevrolet-Pontiac-Canada Group headquarters is likely to get permission today (Oct. 20) to issue a five-day notice of its intention to strike on Oct. 27. Talks were continuing at presstime.

GM draws bouquets, brickbats on restraints

By Michelle Krebs and Matt DeLorenzo
AUTOMOTIVE NEWS STAFF REPORTERS

Domestic automakers and the UAW hailed General Motors' support of voluntary restraints on Japanese car exports while the U.S. subsidiaries of Japanese auto companies blasted GM for its changed position.

The reaction followed GM Chairman Roger B. Smith's interview with Automotive News in which he said the Japanese should reduce the number of cars they export to the United States when the voluntary restraints expire March 31, 1987. The current limit is 2.3 million cars a year.

Ford Motor Co. said it was "encouraged" by GM's change in position on restraints. Chrysler Corp. reiterated its contention that restraints be continued. Ford and Chrysler had actively supported voluntary restraints; GM had not.

At the same time, the U.S. subsidiaries of Japanese auto companies blasted GM for suggesting the Japanese reduce the number of cars shipped to the United States.

Robert M. McElwaine, president of the American International Automobile Dealers Association, said that GM's call for an extension of restraints "rings hollow, coming as it does against a backdrop of sustained profits and overblown salary bonuses for domestic auto industry executives."

McElwaine, like the executives of Japanese import companies, said consumers should greet GM's message with "cries of outrage." The domestic companies' profits of more than $24 billion from 1983 to 1985 have "come at the expense of consumers," who have paid an additional $12 billion since 1981 because of quotas, he said.

Bob McCurry, senior vice president of Toyota Motor Sales U.S.A., said he was "astonished" by Smith's remarks. He said that Smith called for fewer Japanese imports but also said the strong yen would reduce the Japanese share of the market and GM would enjoy larger profits in 1987.

"His expectations for reduced Japanese share and expanded GM earnings support our position that the higher prices of Japanese products and the robust health of the American auto industry make yet another year of restraints totally unnecessary," McCurry said.

Cliff Schmillen, American Honda executive vice president, said that if GM wants fewer Japanese imports, then GM must also reduce the number of Japanese imports it brings to the United States. GM imports the Spectrum from Isuzu and Sprint from Suzuki.

Jack Reilly, senior vice president and general manager of American Isuzu, said GM should go even farther: GM should reduce the number of foreign-made engines and transmissions used in domestically assembled GM cars. In response to Smith's call for the Japanese to open their borders to U.S. goods, Reilly said that GM has not built a right-hand-drive car for Japan.

Reilly said GM's changed position will have little impact on Isuzu unless GM decides to "turn off the spigot for Spectrum," in which case American Isuzu would win a bigger chunk of the Isuzu limit under restraints. "We might be in the clover," he said.

UAW President Owen Bieber welcomed GM's support of voluntary restraints.

"GM's belief that Japanese auto shipments to the United States should be cut will add needed unity to the fight of our own industry and its workers to defend themselves from one-sided, unfair trade practices," Bieber said.

However, the UAW issued another statement chastising GM for supporting voluntary restraints only as a means to ward off protectionist legislation.

Following publication of Smith's interview, GM issued a statement to clarify its position on international trade.

GM's clarification said the automaker had not changed its position on trade. It favored lifting all restraints "as the ultimate solution to world trade problems."

GM said it supported voluntary restraints "only because we believed it preferable to the sort of protectionist trade legislation we considered likely, given the Japanese failure to open their doors fully to two-way trade."

GM's statement reiterated what Smith had said in the interview: That because of the shift in the valuation of the yen and subsequent price increases on Japanese products, the U.S. trade deficit has worsened. The dollar flow out of the United States has increased on the same number of automobiles.

The UAW said GM's efforts to clarify its position on Japanese auto trade "sends the wrong message to Japan and points out how contradictory the corporation's basic position continues to be."

The union said that while GM supports restraints as a way to forestall restrictive trade legislation, "GM should understand that the trade position of the United States will continue to decline in the absence of an active overall trade policy."

"We cannot and should not expect swings in exchange rates or the goodwill of other countries to solve the problem," the union said.

Chrysler seeks 10-year pact, 'team' work

By Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTER

Chrysler Motors is seeking a 10-year local union agreement and a team concept of production at its Sterling Heights, Mich., assembly plant, according to a union bargaining committee source.

A local operating agreement covering 3,800 members of UAW Local 1700 at the plant expires Oct. 31.

Union members were scheduled to vote Sunday on Chrysler's demand for a team concept of production. Officials of the local union and representatives of the international UAW were scheduled to attend the meeting to explain the proposal.

The proposal calls for teams of seven to 15 employees to handle jobs in production areas and also provides for a "pay for knowledge" plan in which workers are compensated as they learn new jobs, the union source said.

The union is holding the vote only on the team concept because approval would affect negotiation of wage rates under the "pay for knowledge" plan.

Chrysler has negotiated team concept methods with the UAW at its Jefferson Avenue assembly plant in Detroit in a contract effective in 1988.

The union source said Local 1700 has received Chrysler's initial contract offer of 16 to 17 proposals but had not yet responded to the company.

Chrysler would not comment on negotiations regarding the local agreement.

The Chrysler proposal includes a demand for an unprecedented 10-year local agreement, the union source said. The union is seeking concurrent expiration of local and national labor agreements in 1988, which is traditional.

The trend-setting Jefferson Avenue pact is a seven-year agreement.

Also, the union source said, Chrysler is seeking a total of three production classifications and three skilled-trade classifications at Sterling Heights. The union is seeking an increase. The current agreement has nine production and seven skilled-trade classifications.

In its initial proposal, the union made 256 demands, the source said, covering health and safety issues and internal plant issues. One of the union's chief demands, the source said, would require the company to notify employees by noon each day of any change in shift expiration time.

Chrysler has been pressing local unions in its plants for so-called "progressive" operating agreements, saying they increase efficiency and productivity. In some cases, such as the Jefferson Avenue plant, it has made such an agreement a condition of future product commitment.

The Sterling Heights plant assembles the Plymouth Sundance, Dodge Shadow and Lancer and Chrysler LeBaron GTS.

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TRUCK INDUSTRY

Peterbilt introduces four new Class 8 conventional trucks

By Lon Fairfield
SPECIAL CORRESPONDENT

Cab dimensions have been increased 20 percent on the new models by widening the cab, moving the firewall forward and flattening the toeboard.

SCOTTSDALE, Ariz. — Peterbilt will begin delivering a new line of Class 8 conventionals to dealers for sale around Thanksgiving.

The new vehicles, introduced at a press preview here, feature larger cabs and redesigned steering systems. They replace Peterbilt's present conventional lineup.

The company also has a more comprehensive warranty for its new trucks and for all other models delivered after Oct. 1.

Basic coverage is 12 months or 100,000 miles.

Major component coverage is 36 months or 300,000 miles on Rockwell and Eaton axles, Eaton brakes and Fuller transmissions.

A corrosion warranty on the frame, structure and cab covers the vehicles against rust-through for 60 months or 500,000 miles.

Overall cab dimensions have been increased 20 percent on the new models by widening the cab, moving the firewall forward and flattening the toeboard.

Peterbilt's redesigned steering system has given models with a set-forward front axle a 50-degree wheel cut in both right and left turns, increasing their maneuverability in highway or construction applications.

The company has four new models, designated the 379, 377 375 and 357.

The 379 retains the classic appearance of the 359 which it replaces. It is aimed at traditional Peterbilt buyers.

Target markets for the 379 include long-haul freight and non-sleeper applications, such as heavy equipment hauling, logging and gravel hauling.

Peterbilt officials also consider it suitable for weight-sensitive tanker and bulk-hauler fleets.

Its standard bumper-to-back-of-cab, or BBC, measurement is 119 inches.

Standard features include a Rockwell FF961, 12,000-pound, set-forward front axle; a Rockwell SQ100, 40,000-pound rear axle; a Peterbilt four-spring, 34,000-pound rear suspension; a Cummins FNTC315 Big Cam IV engine with 315 horsepower at 1,800 rpm; and Fuller RT11609A nine-speed transmission.

The 379 also has standard power steering, dual 100-gallon fuel tanks and a new heater-air conditioner.

Peterbilt calls the 377 its "high-efficiency" model. It has the same riveted aluminum cab as other models, but styling is more aerodynamic.

The 377 has a fiberglass hood with a seven-degree slope, lightweight Cycolac bumper and fender-mounted composite halogen headlights.

An optional roof fairing, side trim tabs and cab extenders allow further tailoring of aerodynamics.

The 377 is targeted at the long-haul general freight customers in tanker, bulk-hauler and food-processor markets.

The 377 has a standard BBC of 122 inches. It is available with either a set-back or a set-forward axle configuration.

Standard specifications include a Rockwell FF961, 12,000-pound set-forward or set-back front axle; Rockwell SQ100, 40,000-pound rear axle; Peterbilt four-spring, 34,000-pound rear suspension; a Caterpillar 3406B ATAAC engine rated at 310 hp at 1,800 rpm; and Fuller RT11609A nine-speed transmission.

Optional engines provide up to 444 hp. The standard interior trim is the same as on the 379.

Peterbilt engineered the 375 to be a fleet truck. It has a hybrid design combining the aerodynamics of the 377 with the ruggedness of the 357.

With a 114-inch BBC, the 375 has a medium conventional length that is specifically packaged for short-haul general freight and the low-horsepower segment of the tanker and bulk-hauler and food-processor and distributor markets.

It is designed for a combination of lighter weight, aerodynamic efficiency and maneuverability.

Engines with ratings up to 300 hp are available available.

The 375, with standard vinyl interior, is aimed at fleet buyers. For the construction market, it is offered in four configurations.

A 111-inch BBC set-forward front axle model is geared to weight-conscious mixer and dumper customers.

A 119-inch BBC set-forward front axle is designed for straight or transfer dumps and related vocations.

A 119-inch BBC set-back front axle is aimed at the Eastern construction market.

A 6x6 with 119-inch BBC set-back front axle provides extra traction and payload-carrying capability.

The 357 is Peterbilt's new truck for construction applications. It has a 112-inch BBC dimension.

Peterbilt closing Calif. plant but will keep headquarters

PHOENIX, Ariz. — Peterbilt will mothball its manufacturing facility in Newark, Calif., rather than selling it, and will keep its divisional headquarters in Newark.

Peterbilt also is introducing a new refuse and solid-waste collection truck, designated the 320. It replaces the current 310 model. Production of the refuse truck is being moved from Mexico to Peterbilt's facility in Denton, Texas.

Michael A. Tembreull, general manager, said he thought Peterbilt would sell some additional land at its headquarters site in Newark.

But he said the manufacturing facility there would be mothballed, rather than sold, "in case we need it at some future time."

Tembreull added that company engineers, currently housed several miles from the Newark headquarters, would move to Newark in the first quarter of 1987. But there are no plans to move the headquarters operation itself, he said.

The 320 product line has been expanded to include, besides the waste-collection truck, a right-hand-drive option and a dual-drive with right-hand low-entry stand-up option for all solid-waste collection applications.

Peterbilt also added a tandem-steer front-axle option for applications such as concrete pumps and fuel tankers.

The 320 can be ordered with engines up to 350 horsepower and a wide range of manual or automatic transmissions.

The chassis has been refined to share more parts with the other Peterbilt models. Many of the new parts can be retrofitted to the 310.

The welded steel cab has an aluminum skin and a fiberglass roof and front quarter panels for improved corrosion resistance.

Cabs are eight feet wide and have a service module in the rear for easy access to oil fill and check, coolant fill and check and automatic transmission fill and check.

Robert S. Wood, product manager for the 320 Low Cab Forward model, estimated that the North American market for solid-waste-collection trucks is more than 10,000 units this year.

The market is growing because of increases in the population and the closing of local landfills and dump sites. The closings mean that more trucks are needed to haul refuse greater distances to other sites.

Automated side loaders and front loaders are becoming increasingly popular in that market, Wood added. Both applications require a low-cab-forward chassis.

Wood predicted that well over half of all Class 8 refuse trucks sold this year will have a low-cab-forward configuration.

AUGUST TRUCK REGISTRATIONS

		6000 & LESS GVW GRP 1	6,001-10,000 GVW GRP 2	10,001-14,000 GVW GRP 3	14,001-16,000 GVW GRP 4	16,001-19,500 GVW GRP 5	19,501-26,000 GVW GRP 6	26,001-33,000 GVW GRP 7	33,001- & OVER GVW GRP 8	TOTAL 1986	TOTAL 1985
DODGE	MO	22,186	13,065							35,251	39,372
	YR	193,274	99,234							292,508	347,415
*DAKOTA, RAIDER, CARAVAN, RAM VAN/CHARGER/50/WGN	MO	18,289	7,236							25,525	25,517
	YR	164,249	63,604							227,853	235,431
PLYMOUTH VOYAGER	MO	6,908								6,908	7,628
	YR	73,648								73,648	72,361
TOTAL CHRYSLER CORP.	MO	29,094	13,065							42,159	47,000
	YR	266,922	99,234							366,156	419,776
FORD	MO	70,267	39,733				1,222	2,039	814	114,075	97,226
	YR	535,704	313,281				7,135	20,766	7,401	884,287	826,981
*VAN, BRONCO, RANGER & AEROSTAR	MO	51,522	12,243							63,765	43,156
	YR	404,141	99,639							503,780	405,669
FREIGHTLINER	MO								761	761	1,149
	YR								10,561	10,561	11,942
MERCEDES-BENZ	MO						169	113		282	376
	YR						1,328	986		2,314	2,949
TOTAL DAIMLER-BENZ CORP.	MO						169	113	761	1,043	1,525
	YR						1,328	986	10,561	12,875	14,891
CHEVROLET	MO	56,308	38,706	2,580	46	18	971	804	40	99,475	115,460
	YR	479,481	319,289	18,680	254	199	4,609	7,187	331	830,030	826,010
*VAN, EL CAMINO, S10 BLAZER & ASTRO	MO	42,743	15,218							57,961	59,588
	YR	372,968	117,258							490,226	461,578
GMC	MO	12,885	10,998	227	19	527	809	1,101	727	27,293	32,122
	YR	109,301	88,593	1,864	151	2,759	3,941	13,625	4,953	225,187	226,505
*VAN, JIMMY, S15, CABALLERO & SAFARI	MO	9,539	4,066							13,605	13,703
	YR	82,000	29,061							111,061	105,614
TOTAL GM CORP.	MO	69,193	49,704	2,807	67	545	1,780	1,905	767	126,768	147,582
	YR	588,782	407,882	20,544	405	2,958	8,550	20,812	5,284	1,055,217	1,054,515
INTERNATIONAL	MO						3,303	1,858	1,725	6,886	6,663
	YR						12,808	13,899	16,470	43,177	47,131
JEEP TRUCK	MO	13,445	1,040							14,485	12,365
	YR	107,005	10,465							117,470	106,935
*WRANGLER/CJ's, CHEROKEE, WAGONEER & SCRAMBLER	MO	11,048	937							11,985	12,278
	YR	88,018	9,431							97,449	105,673
MACK	MO						171	188	1,232	1,591	2,100
	YR						1,526	1,549	11,457	14,532	20,662
KENWORTH	MO								1,012	1,012	460
	YR								6,917	6,917	6,874
PETERBILT	MO								1,026	1,026	685
	YR								6,514	6,514	8,057
TOTAL PACCAR CORP.	MO								2,038	2,038	1,145
	YR								13,431	13,431	14,931
AUTOCAR	MO								135	135	193
	YR								1,190	1,190	1,193
VOLVO	MO							32	110	142	193
	YR							607	692	1,299	1,539
WHITE	MO								352	352	513
	YR								4,672	4,672	5,636
TOTAL VOLVO WHITE CORP.	MO							32	597	629	859
	YR							607	6,554	7,161	8,368
WESTERN STAR	MO								49	49	98
	YR								666	666	791
MISCELLANEOUS DOMESTIC	MO		[illegible]					7	161	431	477
	YR		2,212					77	1,440	3,729	3,589
OTHER IMPORTS	MO	84,958	725	437	68	16	57	89	5	86,365	82,914
	YR	602,961	6,852	3,877	513	208	204	491	30	615,196	575,129
GRAND TOTAL	MO	266,957	104,540	3,244	135	561	6,702	6,231	8,149	396,519	400,019
	YR	2,101,394	839,986	24,421	918	3,166	31,551	59,187	73,294	3,133,897	3,093,978
1985 YR. TO DATE		1,996,748	857,695	24,979	607	4,640	36,972	51,306	91,032		

INCLUDES MULTIPURPOSE VEHICLES. Compiled from official State Records by R.L. Polk & Co. Manufacturers' sales records are used in compiling Oklahoma for 1985 and 1986. Registrations for Massachusetts and Utah were temporarily delayed.

TVR goes with Bridgestone for four '87 models

Bridgestone Corp.'s high-performance radial will be the on-line tire for four 1987 sports cars made by TVR Engineering Ltd.

The Great Britain-based automaker will have RE71s as original equipment on the TVR 390SE, the TVR 420 SEAC, the TVR 350i and the TVR 280i.

Bridgestone's 50-series V-rated RE71s will appear on TVR's 390SE and 420 SEAC models in a 225/50VR15 size, and the 60-series V-rated RE71s will be shod on the 350i and 280i models in the 205/60VR15 size.

The North American replacement version of the RE71 is the Potenza RE71.

The RE71 has a racy low-profile appearance. Designed by Bridgestone engineers in Japan to fill the needs of the company's racing program, the RE71 features a racing-bred tread design and compound.

In February 1986, the Japanese tire producer, through its British sales subsidiary, Bridgestone Tyre UK Ltd., approached TVR by supplying it with tires to test. Following testing, TVR decided in September to equip its production cars with Bridgestone's RE71s.

Influencing the decision was TVR's success with the RE71 Sport in production sports car racing in Britain. Steve Cole has driven his 420 SEAC, fitted with 225/50VR15 RE71 Sports, to several victories in 1986.

TVR has been manufacturing production sports cars in England since the '50s. The current name of the company, TVR Engineering Ltd., was adopted in 1966. Since then, TVR has offered the elite European car buyer the Tasmin and the current TVR lineup.

The company produces only about 600-700 cars a year. Since establishment of TVR of America Inc. in 1983, TVR has seen 60-80 percent of its cars exported to North America.

Bridgestone is headquartered in Tokyo, and manufactures and sells its tires in over 150 countries. ■

The 420 SEAC (above) is one of four sports cars built by TVR that will receive Bridgestone's high-performance RE71 radials as original equipment for 1987.

OVERSEAS PRODUCTION

SPAIN

Cars

	6 mos. 1986	6 mos. 1985
Ford	142,875	129,568
General Motors	160,188	143,014
Peugeot SA	86,513	85,546
Citroen	37,361	37,001
Peugeot-Talbot	49,152	48,545
Renault	118,195	115,337
Seat	168,606	168,070
Total	676,377	641,535

Vans, trucks, buses

Enasa	5,672	4,319
Ford	6,829	5,777
General Motors	853	0
Land Rover	14,778	10,881
Mercedes-Benz	6,321	5,256
Motor Iberica	19,823	13,645
Peugeot SA	42,723	31,324
Citroen	42,646	31,324
Peugeot-Talbot	77	0
RVI	1,632	1,361
Renault	22,777	12,650
Seat	11,655	9,821
Total	133,063	95,034
Total vehicles	809,440	736,569

FRANCE

Cars

	6 mos. 1986	6 mos. 1985
Peugeot SA	774,641	651,194
Citroen	281,415	242,450
Peugeot-Talbot	493,226	408,744
Renault	653,416	701,529
Total	1,428,057	1,352,723

Vans, trucks and buses

CBM	29	28
Heuliez	80	0
Iveco-Unic	55	52
Peugeot SA	84,093	85,190
Citroen	40,272	38,598
Peugeot-Talbot	43,871	28,340
Renault	143,749	119,891
Sovam	43	50
Total	228,049	205,211
Total vehicles	1,656,106	1,557,934

UNITED KINGDOM

Cars

	6 mos. 1986	6 mos. 1985
Rover Group	217,836	264,194
Austin Rover	210,571	257,156
Range Rover	7,265	5,423
Carbodies	1,148	928
Ford	158,453	168,742
Jaguar	21,910	20,134
Lotus	331	451
Panther	144	66
Reliant	165	472
Rolls-Royce	1,346	1,311
Talbot	33,884	37,078
TVR	215	169
Vauxhall	84,094	81,799
Others	308	315
Total	519,890	575,705

Vans, trucks, buses

Bedford	27,927	30,884
Rover Group	38,376	48,322
Austin Rover	10,647	13,816
Freight Rover	9,367	10,455
Land Rover	11,887	15,832
Leyland	6,475	8,219
ERF	891	1,061
Foden	287	254
Ford	46,207	59,944
Dennis-SV	168	430
Dennis Eagle	159	0
Hestair Duple	2	0
Metro Cammell Weymann	128	243
Reliant	16	41
Renault TI	2,208	2,771
Seddon Atkinson	793	903
Others	94	99
Total	117,356	144,952
Total vehicles	637,246	720,657

OVERSEAS REGISTRATIONS

IRELAND

Cars

	7 mos. 1986	7 mos. 1985
Alfa Romeo	51	111
Austin Rover	2,337	2,665
BMW	339	360
Daihatsu	470	146
Fiat Auto	2,428	2,401
Ford	5,182	8,791
GM-Opel	4,509	5,985
Honda	734	255
Mitsubishi	1,192	316
Nissan	4,920	4,258
Peugeot SA	1,346	1,353
Citroen	322	304
Peugeot-Talbot	1,024	1,049
Renault	2,030	3,362
Subaru	347	38
Suzuki	722	169
Toyota	6,757	7,902
VW-Audi-Mazda-Mercedes-Benz	5,626	4,415
Volvo	648	749
Others	871	1,154
Total	41,135	44,430

UNITED KINGDOM

Cars

	6 mos. 1986	6 mos. 1985
Alfa Romeo	1,776	2,328
Rover Group	228,355	244,157
Austin Rover	225,236	241,867
Range Rover	3,119	2,290
BMW	27,670	25,874
Daihatsu	3,956	3,122
Fiat Auto	47,739	43,021
Ford	374,238	358,938
GM-Vauxhall	217,219	230,747
Honda	14,811	13,188
Hyundai	5,278	3,685
Jaguar	5,320	5,968
Lada	14,882	10,481
Lotus	323	424
Mazda	13,445	11,429
Mercedes-Benz	14,717	13,663
Mitsubishi	8,649	8,497
Nissan	74,006	70,821
Panther	37	48
Peugeot SA	90,735	74,448
Citroen	25,367	20,339
Peugeot-Talbot	65,368	54,109
Reliant	233	463
Renault	52,123	55,942
Rolls-Royce	628	522
Saab	7,566	6,176
Skoda	8,722	7,000
Subaru	2,413	2,173
Suzuki	3,226	2,896
Toyota	27,258	24,994
VW-Audi Group	82,986	80,413
Volvo	49,104	43,632
Yugo	6,083	5,999
Others	3,673	3,371
Total	1,394,680	1,358,936

SWITZERLAND

Cars

	6 mos. 1986	6 mos. 1985
Alfa Romeo	3,811	3,849
AMC	100	78
Austin Rover	1,322	1,275
Bertone	164	120
BMW	5,713	6,363
Daihatsu	561	567
Ferrari	165	106
Fiat Auto	13,766	11,523
Ford	14,536	11,738
GM-Opel	23,455	20,957
Honda	5,008	4,507
Isuzu	425	193
Jaguar	254	244
Maserati	90	108
Mazda	5,834	4,354
Mercedes-Benz	5,050	3,692
Mitsubishi	4,610	4,291
Nissan	5,568	5,686
Peugeot SA	14,728	12,823
Citroen	5,226	4,815
Peugeot-Talbot	9,502	8,008
Pininfarini	21	150
Porsche	1,045	794
Puch	48	62
Renault	9,406	9,658
Rolls-Royce	66	38
Saab	1,134	702
Seat	1,773	789
Skoda	70	54
Subaru	6,713	5,654
Suzuki	1,926	1,991
Toyota	13,678	9,520
VW-Audi Group	25,761	24,118
Audi	7,455	8,156
Volkswagen	18,306	16,286
Volvo	3,285	2,892
Others	333	161
Total	170,419	149,385

WEST GERMANY

Cars

	7 mos. 1986	7 mos. 1985
Alfa Romeo	4,670	5,273
Austin Rover	7,828	4,431
Bertone	264	307
BMW	94,141	91,520
Daihatsu	7,352	4,891
Fiat Auto	76,893	65,830
Ford	181,020	153,062
GM-Opel	266,170	231,945
Honda	29,756	23,409
Isuzu	3,234	1,682
Jaguar	1,196	1,510
Lada	6,259	5,114
Mazda	51,241	41,567
Mercedes	181,051	165,949
Mitsubishi	36,852	27,400
Nissan	48,159	39,393
Peugeot SA	82,157	59,581
Peug-Talbot	52,966	36,300
Citroen	29,191	23,281
Porsche	7,558	7,859
Renault	55,803	50,777
Saab	3,024	1,958
Seat	2,865	2,563
Skoda	2,096	1,375
Subaru	8,852	6,265
Suzuki	13,478	11,025
Toyota	53,706	37,047
VW-Audi Group	475,746	429,364
VW	383,163	343,135
Audi	92,583	86,229
Volvo	10,751	8,615
Others	3,599	1,377
Total	1,715,721	1,482,260

SWEDEN

Cars

	6 mos. 1986	6 mos. 1985
Alfa Romeo	860	812
BMW	3,144	3,079
Daihatsu	920	979
Fiat Auto	4,455	4,956
Ford	19,352	20,609
GM-Opel	16,447	19,573
Honda	2,682	2,585
Jaguar	31	25
Lada	1,130	1,008
Mazda	8,285	7,704
Mercedes-Benz	5,020	6,875
Mitsubishi	1,497	1,693
Nissan	9,071	5,819
Peugeot SA	4,560	4,817
Citroen	1,936	2,120
Peugeot-Talbot	2,614	2,697
Porsche	377	346
Renault	2,105	1,499
Saab	17,079	17,926
Skoda	113	250
Subaru	927	1,038
Suzuki	659	408
Toyota	9,573	7,180
VW-Audi Group	19,927	21,761
Audi	7,230	7,875
Volkswagen	12,697	13,886
Volvo	37,890	45,278
Others	34	32
Total	166,138	176,276

DENMARK

Cars

	6 mos. 1986	6 mos. 1985
Alfa Romeo	316	103
Austin Rover	227	167
BMW	2,080	1,821
Dacia	237	448
Daihatsu	2,089	1,337
Fiat Auto	5,029	4,341
Ford	13,248	13,393
FSO	811	1,134
GM-Opel	17,346	14,697
Honda	1,953	949
Isuzu	1	5
Jaguar	19	12
Lada	2,222	2,014
Mazda	10,347	7,139
Mercedes-Benz	724	573
Mitsubishi	2,566	1,433
Nissan	5,483	3,948
PSA	7,262	4,934
Peugeot-Talbot	2,645	1,706
Citroen	4,617	3,228
Porsche	17	0
Renault	580	662
Saab	994	960
Skoda	2,023	2,291
Subaru	360	52
Suzuki	198	264
Talbot	562	586
Toyota	12,445	9,916
VW-Audi	8,093	6,048
Volkswagen	7,582	5,592
Audi	511	456
Volvo	3,848	3,460
Yugo	851	932
Wartburg	443	689
Others	4	0
Total	102,439	83,897

JAPAN

Cars

	6mos. 1986	6 mos. 1985
Daihatsu	50,099	52,631
Fuji	38,065	39,225
Honda	153,959	139,791
Isuzu	30,335	20,349
Mazda	98,274	95,469
Mitsubishi	76,358	88,282
Nissan	392,963	397,451
Suzuki	32,476	38,187
Toyota	714,345	675,785
Imports	32,245	24,269
Total	1,619,139	1,571,439

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AUCTION DATES

American Motors

Oct. 21 — Aptco Auto Auction, Taylor, Mich., and D-A Auto Auction, New Stanton, Pa.

Oct. 22 — Minneapolis Auto Auction, Plymouth, Minn., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Oct. 23 — Todd Auto Auction, Telford, Pa., and Evansville Auto Auction, Evansville, Ind.

Chrysler Corp.

Oct. 21 — Florida Auto Auction of Orlando, Ocoee, Fla.; Dallas Auto Auction, Grand Prairie, Texas; Arena Auto Auction, Chicago; Golden Gate Auto Auction, Fremont, Calif.

Oct. 22 — Columbus Fair Auto Auction, Obetz, Ohio; South Seattle Auto Auction, Kent, Wash.; and Southern Auto Auction, Warehouse Point, Conn.

Oct. 23 — Fredericksburg Auto Auction, Fredericksburg, Va.

General Motors

Oct. 21 — Southern Auto Auction, East Windsor, Conn., and Harrisonburg Auto Auction, Harrisonburg, Va.

Oct. 22 — Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Brasher's Salt Lake Auto Auction, Salt Lake City

Oct. 23 — Butler Auto Auction, Gibsonia, Pa.; Aptco Auto Auction, Taylor, Mich.; and Southwest Auto Auction, Phoenix, Ariz.

Used Car Sales
Auction Averages

October to date	$5,196
Month ago	$5,227
Year ago	$4,743

Model Breakdown
Auction Averages

	OCT 1986	SEP 1986	AUG 1986
1986	$11,729	$11,846	$12,136
1985	$8,441	$8,472	$8,520
1984	$6,216	$6,221	$6,242
1983	$5,448	$5,459	$5,502
1982	$4,234	$4,261	$4,337
1981	$3,304	$3,333	$3,388
1980	$2,444	$2,463	$2,505
1979	$2,094	$2,109	$2,145
Overall Average	$5,196	$5,206	$5,237

Bankers fight loan subsidy at state level

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The Consumer Bankers Association will carry its fight against automaker-subsidized car loans to state legislatures next year.

Association President Thomas E. Honey said the bankers will seek legislation that would force auto companies to offer loan subsidies to banks and other lenders whenever they subsidize loans for their captive finance companies.

In a speech delivered last week to consumer bankers in Pennsylvania, Honey said banking associations in each state are looking at legislative possibilities that would "mandate equal access to finance subsidies."

Honey told members in Pennsylvania that the association will be preparing "materials to help you deal with subvention" and pledged to "fight this battle . . . until all avenues are exhausted."

According to Honey, subvention "is the process whereby a car dealer can advertise a below-market rate — such as 2.9 percent. The car buyer can finance the car at that below-market rate, and the lender will have the difference between a fair market rate and the below-market rate subsidized by another party — usually the car manufacturer."

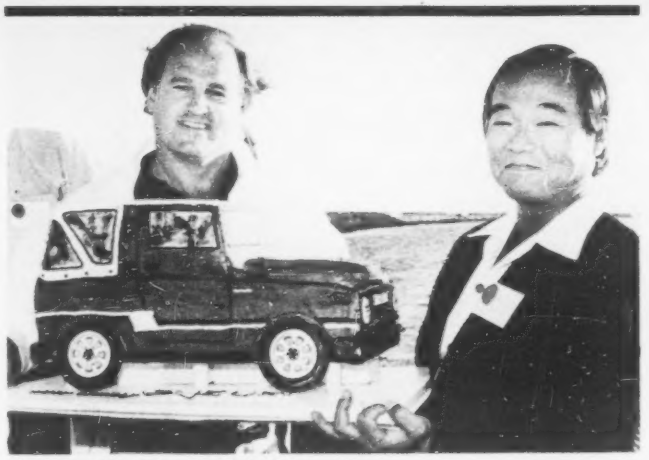
"The automakers' success in this market has only whetted their appetites for more of our traditional business," he said. "It is obvious the American auto makers, squeezed in their primary markets for cars, have decided to join other non-bank commercial interests in entering the consumer banking business."

Honey said that because of "shrinkage" in the bankers' share of the auto loan market, his association's members have lost more than $500 million in operating income during the 18 months ended last June.

"In the first six months of this year, as the Big Three — led by GM — dropped the rates on auto loans lower and lower . . . finance companies took 80.9 percent of all outstanding auto loan balance growth," Honey said. "Commercial banks, savings and loans and credit unions combined took only 19.1 percent. Commercial banks took 2.5 percent."

He contrasted the January-June 1986 numbers with the year-earlier period in which banks, credit unions and savings and loans accounted for 55 percent of the growth of auto loan balances, while finance companies had 45 percent.

The Consumer Bankers Association represents about 700 federally insured banks, savings and loans and credit unions.



Birthday bash for Suzuki of America
Suzuki of America Automotive Corp. celebrated its first year of business in the United States with a birthday party aboard an 85-foot yacht at Marina del Rey, Calif. Displaying a cake replica of the company's Samurai are Doug Mazza, left, vice president of sales and marketing, and T. Arai, president of Suzuki of America Automotive Corp.

Convertibles get exemption from passive-restraint rule

By Helen Kahn
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — NHTSA has temporarily exempted convertibles from the passive-restraint standard.

The waiver is good during the phase-in period that begins in 1987, but NHTSA will rule later about convertibles for the 1990 and later model years.

NHTSA is still working on details of the passive-restraint standard even though the 1987 model year has begun and makers must begin complying with the standard by equipping 10 percent of this model year's production with air bags or automatic seat belts.

One of the major provisions of the standard not yet addressed is whether safety belts in light trucks, vans and buses will have a dynamic test (that is, using dummies in real crashes) or a static test (that is, testing the strength and elasticity of the webbing) as is done now.

NHTSA recently decided that dynamic testing of the active three-point belt system in cars will be required if the automatic-restraint requirement is rescinded. The standard is automatically voided if states with two-thirds of the nation's population adopt mandatory belt use laws meeting certain federal criteria.

Predictably, comments filed on convertibles showed disagreement between manufacturers and consumer advocates.

Automakers noted that through 1989, convertibles will average only slightly more than one percent of annual car production. They said that automatic belts are not a practical alternative for convertibles. General Motors, for example, said the belts would cost $600, mostly for vehicle structural changes, and that automatic lap belts are not as effective as active belts because extra slack is inherent in passive lap belts.

Cost estimates for air bags in convertibles ranged from $1,200 to $3,500, and most makers sought exemption on grounds that such higher costs would hurt sales. Ford Motor Co., Toyota and Volkswagen said that if passive restraints were mandated for convertibles, they would probably stop making them.

All makers providing data on current belts in convertibles said they install lap and shoulder belts although they are required only to install lap belts. Volkswagen of America suggested that the requirement be changed to require shoulder belts.

The Center for Auto Safety, the Insurance Institute for Highway Safety and State Farm all argued that since convertibles are luxury vehicles, sales would not be affected. The Center for Auto Safety noted that in NHTSA high-speed crash testing, convertibles performed much worse than the "parent" vehicle with two exceptions.

The National Transportation Safety Board told NHTSA that it should change its provision permitting only lap belts in convertibles. The NTSB recently released preliminary results of a study which showed that no belts sometimes are better than lap belts alone and that lap-shoulder belts are superior in all cases.

NHTSA agreed with the automakers for at least the phase-in period, partly because of cost and partly because Congress and the courts have allowed exceptions for some types of vehicle.

NHTSA reports status of safety investigations

By Helen Kahn
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — NHTSA has opened two new preliminary defect investigations. They involve engine compartment fires in 1984 Dodge Maxivans and secondary hood-latch failures in 1984 Dodge Daytonas and Chrysler Lasers.

Upgraded investigations, reported by the safety agency for September, include:

- Engineering analysis of possible brake failure and firewall flexing in 1979-81 Chevrolet Chevettes (some 1.2 million vehicles) and Pontiac 1000s (more than 70,000) with one complaint that includes a report from Bendix.
- Engineering analysis of overloading of various micro-mini motor homes: 1984-86 models made by Saddleback RV; 1984-86 models made by Granville Inc.; 1980-83 models made by Rockwood Inc.; and 1986 Aerolite made by Establishment Industries.

During September, NHTSA sent letters to various manufacturers, including several to General Motors, suggesting voluntary recalls. One involves almost 3 million GM cars: A-, C-, G-, F- and N-bodies which comprise most of the company's high-volume models. At issue is potential windshield-wiper failure, about which NHTSA has almost 4,000 complaints and for which GM has sent several service kits to dealers.

The other involves some 448,000 1985-model GM A-, C- and X-vehicles because of possible seatback failures based on 155 reported incidents. The docket also includes more than 1,000 warranty claims against GM as of October 1985 and refers to four accidents and two injuries.

NHTSA sent letters to GM asking for more information:

- 1983-84 J-cars with possible seat track lock failure. There are now 150 complaints, 17 accidents and 26 injuries attributed to the condition. The earlier NHTSA probe of locking failures dealt only with the Cavalier, the Chevrolet J-car.
- Possible rear-brake failure on some 160,000 1982-86 Chevrolet Camaros and Pontiac Firebirds with rear disc brakes, on which NHTSA has reports of 109 complaints, eight accidents and two injuries.

Another NHTSA letter went to Ford Motor Co., expanding the inquiry into fires in 1985 Ford Escorts and EXPs and Mercury Lynxes to include model years 1984 and 1986.

NHTSA also sent letters to both GM and to Western Star Trucks about possible loss of brakes for vehicles using Anchorlok 30/30 spring brake chambers.

Two new recalls have been announced by GM. One involves 241 1986-model GMC Brigadier and General heavy-duty trucks with defective throttle return spring assemblies which could cause loss of accelerator control.

The other involves 106,111 1986 GM cars, light trucks and vans for faulty electrical contacts in push-pull headlight switches which could cause headlamps to flicker or fail. Cars affected by that recall include Pontiac, Cadillac Cimarron and Buick Estate Wagon.

NHTSA closed two investigations because it found no defect trend. One was seat track/belt failure in 1986 Saab 9000s and the other was hood-latch failure in 1981-84 Ford Escorts and EXPs and Mercury Lynxes and LN-7s.

Two other probes were closed because of recalls: brake failure in 1985-86 Lincoln Mark VIIs and Continentals and steering axle hub failure in 1975-81 Kenworth and Peterbilt trucks made by PACCAR.

No change in deductions for business use of vehicle

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The deduction for business use of a vehicle will remain the same, the Internal Revenue Service has announced.

For income tax returns covering 1986, the rate for business-use vehicles not fully depreciated will be 21 cents a mile for the first 15,000 miles and 11 cents a mile for additional mileage, the IRS said. After 60,000 miles, a vehicle is considered fully depreciated.

Cars used for charitable purposes will be allowed the same 12-cent-a-mile deduction allowed in 1985, and the 9-cent rate for medical and moving expenses remains the same, the IRS said.

The IRS allows taxpayers to deduct either the standard mileage rate or their actual expenses when operating vehicles for business reasons, or for charitable, medical or moving purposes.

After an aborted congressional attempt to require better taxpayer record-keeping when claiming business vehicle deductions, the IRS no longer requires the keeping of daily records when operating a business vehicle.

Operators of vehicles for other than personal reasons are allowed to deduct tolls and parking expenses related to non-personal travel, the IRS said.

EARNINGS

FROM PAGE 1

profit at all and even a possible loss to a high of $239 million. Their estimates for GM's operating loss ranged from $100 million to $1 billion.

David Healy of Drexel Burnham Lambert Inc. was the most pessimistic of the analysts. He said he believes GM may show a loss of as much as $50 million or only a slight profit at best. He predicted that GM's quarterly operating loss will be $1 billion.

Analysts said that GM continues to be plagued by high operating costs and excess manufacturing capacity that Ford and Chrysler don't have. Like the other auto companies, GM's earnings were reduced by costly finance incentives at the end of the 1986 model year.

For all of 1986, analysts expect GM to earn about $2.6 billion — average and median — a 35 percent drop from 1985's profit of $4.0 billion.

Ford is the only one of the Big Three expected to show an increase in quarterly and annual earnings.

The average of analysts' estimates put Ford's third-quarter earnings at $485 million. The median is $500 million. That compares with a $313 million profit in the third quarter of 1985.

For the year, Ford is expected to earn more than GM. The analysts' average for Ford is $2.9 billion; the median is $3.0 billion. Ford earned $2.5 billion in 1985 and $2.9 billion in 1984, its record year.

Chrysler is expected to earn $218 million — average and median — in the third quarter. That compares with a record $316 million profit in last year's third quarter.

For the full year, the earnings estimate for Chrysler is $1.25 million —average and median — compared with $1.6 billion in 1985.

Only two of the auto analysts queried follow American Motors. Arvid Jouppi of Arvid Jouppi & Associates expects AMC to show a profit of $19 million in the third quarter and a loss of $50 million for the year.

Ronald Glantz of Montgomery Securities predicted AMC will lose $33 million in the third quarter and $110 million for the year.

The company lost $19 million in the third quarter of 1985 and $125 million for all of 1985.

AMC executives have said the company will show a profit in the fourth quarter, which would be AMC's first quarterly profit since the fourth quarter of 1984. The executives further said that the full-year loss will be less than $100 million in 1986.

Feaheny personality, Ford stock conspiracy at issue in lawsuit

By Roger Rowand
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — The trial of Thomas J. Feaheny's lawsuit against a half dozen of his former fellow Ford Motor Co. officers will enter its third week here today with no clear-cut tilt of the scales in sight.

Scheduled to take the stand this week as witnesses for Feaheny are Ford Chairman Donald E. Petersen; William Clay Ford, vice chairman and chairman of the executive committee; and President Harold A. Poling, a defendant.

Further testimony is expected from another defendant, Louis R. Ross, executive vice president, Ford North American automotive operations.

Although the list of defendants includes two high-ranking incumbent Ford officers and four retired officers, the company is not named. It is reported to be paying for the defense, however, and to be ready to pay any of the approximately $150 million in damages Feaheny is seeking.

Testimony from day to day tends to be highly repetitious. The Wayne County Circuit Court jury has been examining letters, memos, tables of organization, management review reports and such internal company documents as minutes of meetings of the compensation and options committee. Some documents are heavily edited to delete references to people not involved in the case.

One member of the 10-member jury panel has been excused because of migraine headaches.

A jury of six is required, and Wayne County Judge Michael J. Talbot put 10 in the box in case any were excused. The civil trial is expected to last at least until mid-November, and the judge has said he is concerned over dropouts.

Feaheny was vice president — vehicle research when he left Ford, and is attempting to establish that the defendants conspired to interfere with his employment relationship with Ford and to shorten his career. He was fired in 1983 shortly after bringing suit.

Defendants are Philip Caldwell, retired Ford chairman; Poling; Ross; John McDougall, retired executive vice president for International Automotive Operations; Harold C. MacDonald, retired vice president for engineering and research; and Peter J. Sherry, retired vice president for personnel and organization.

Caldwell, MacDonald, Ross, McDougall and Sherry have testified. Each painted a picture of Feaheny and his situation at Ford that agreed in major points.

They said he was hot-tempered, and a source of controversy and that he failed to carry out his leadership role. All have agreed as to his brilliance as an engineer.

Other witnesses, including former Ford Chairman Henry Ford II, have said essentially the same.

Robert Alexander, who retired as one of Ford's top engineers, testified by deposition that he knew Feaheny well. "He has a powerful intellect and is very creative," Alexander said in his deposition. "Whether you like his personality or not, he gets the job done."

Testimony of others showed Alexander once successfully defended Feaheny when Lee A. Iacocca, then head of Ford North American Automotive Operations, had decided Feaheny should be fired.

Feaheny's leading attorney, James F. Schouman, is attempting to convince the jury that the defendants conspired for personal gain that would come in the form of stock options not given to Feaheny. Shares included in options not awarded to him would remain in the pool of shares available to the defendants, he contends.

Testimony has indicated that the pool of shares available to option holders was not depleted in any of the years in question. The defense is attempting to show that Feaheny's not getting options would have no appreciable effect on the shares available to the defendants.

AUTOMOTIVE NEWS JOE WILSSEMS
Ross heads to court.

Until late last week, it had been expected that expert witnesses would be called to testify as to the validity of documents. However, those documents were determined by the judge to be irrelevant and those witnesses will not testify.

Feaheny returned some 30,000 pages of documents to Ford during the preliminary discovery phase of the court case.

Feaheny and attorney Schouman have been friends since high school. The attorney is representing Feaheny in this case on a contingency-fee basis. He would be eligible for one-third of damages collected.

Witnesses have included John A. Manoogian, Ford executive in charge of the Alpha project; George Stirrat, retired Ford official who was chairman of the Taurus-Sable project; Chalmers L. Goyert, Ford retiree who served as staff executive director in the office of the vice chairman; and Norman Krandall, Ford retiree who was executive director in the corporate strategy analysis group.

Daf shopping Brazil for truck components

By Rik Turner
STAFF CORRESPONDENT

SAO PAOLO, Brazil — Daf Trucks, the Dutch heavy-truck and bus maker, is studying Brazil as a prime source of components.

It is part of an effort to diversify its component purchasing, 80 percent of which is done in the Netherlands and West Germany.

John Snyder, Daf's purchasing director, was in Brazil for the Salao do Automovel, the biennial auto and components show which was in Sao Paulo in early October. He left behind drawings and requests for prices on deals worth an annual $10 million, according to sources in Brazil.

That would represent 6 percent of Daf's annual component purchases and would achieve Daf's goal of reducing dependence on European sourcing to 90 percent.

Daf is looking for springs, filters, pistons, windows and windshield wipers.

Sources in the parts industry in Brazil said Daf has been studying Brazil's supplier potential since 1985 after a prolonged strike in West Germany in 1984 severely damaged its operations.

This is the first time a company official has actually visited Brazil, however. Daf also is understood to be studying sources in South Korea and Taiwan.

Many of the Dutch company's major competitors in Europe, such as Daimler-Benz, Scania and Volvo, are already manufacturing in Brazil and are building up their export operations in the country.

Imported-car sales in Japan post 2nd-best monthly total

By Doune Porter
SPECIAL CORRESPONDENT

TOKYO — Sales of imported cars in Japan, spurred by the dizzy heights of the Japanese yen, reached a 7½-year high in September. German automakers are benefiting most from the recovery.

The Japanese Automobile Importers' Association said last week that imported-car sales, based on registrations, totaled 7,348 in September, up 41.5 percent over the year-ago month but representing only 2 percent of the market.

The September total was second only to the record of 7,678 in March 1979.

Total sales for the first nine months were 50,409 units, up 33 percent from the year before. It is a reflection of the steady increase in the strength of the yen.

The yen has increased in value by more than 55 percent against the U.S. dollar, and although few benefits from the favorable exchange rates are passed on to consumers in Japan, imported cars have been a better deal.

Economy, however, is not the main appeal for the Japanese who buy foreign cars: They are interested in prestige, and improved marketing techniques have helped increase the small foreign share of the market.

The number of imported cars sold in Japan so far this year already exceeds last year's total of 50,172. The importers' association is predicting sales for 1986 will top the current record of 60,161 reached in 1979.

Volkswagen retained its position as the best-selling foreign maker in Japan. Its sales of 11,812 cars during the first nine months of this year were up 24.7 percent from the year-ago period. BMW was a close second with sales of 11,661, up 31.9 percent.

West German cars account for 80 percent of all imported-car sales in Japan.

After a steep plunge last year, U.S.makers managed to improve sales by 17.2 percent in the first nine months of this year.Sales of U.S. cars in Japan peaked in 1979 at 16,739, but fell to 1,816 last year. In the first three quarters of 1986, 1,737 imported U.S. cars were sold. General Motors has done far better than the average, posting an increase of 32.8 percent.

Iacocca gives aides more clout

By Mary Connelly and Dave Zola
AUTOMOTIVE NEWS STAFF REPORTERS

Chrysler Chairman Lee Iacocca has begun loosening his iron grip on the company's car and truck business in the year since Chrysler announced its reorganization.

Chrysler Motors President Harold K. Sperlich said a "weaning process" is under way as Iacocca begins laying the groundwork for the next era of management. But Sperlich stressed that "Lee didn't go away. He's still very active on major decisions."

Chrysler announced a corporate restructuring last November. It was approved by shareholders in May and became effective in June.

The revamping created a holding company and four subsidiaries. The move was designed to permit Chrysler to diversify into non-automotive areas and establish the organizational groundwork for the post-Iacocca era.

The company remains predominantly a car and truck business, with Chrysler Motors by far the largest subsidiary. The other subsidiaries are Chrysler Financial, Gulfstream Aerospace and Chrysler Technologies.

"It's not a giant change in the structure, but I think it's a desirable one," Sperlich said recently. "It's achieving its desired effect. We're a little broader-based company than we used to be."

Sperlich also said he and Chrysler Motors Chairman Gerald Greenwald have been given "a little more of a free hand to run the car and truck business."

"We're going through a (learning) process," he said. "Someday, Iacocca may decide to hang it up, so there is a weaning process. And let's say he decides to hang it up at 65 — that would be three years from now. Hopefully, he could look back and tell the board 'These guys have been running the car and truck business the last few years.' Hopefully, we'll grow as he backs off a little bit and lets us try our hand a bit.

"So it's a little bit of a training ground, a little better way to manage, a little more of a diversified company," Sperlich said.

Chrysler has diversified in the financial services area by acquiring E.F. Hutton Credit Corp. and FinanceAmerica Corp. The company also acquired Gulfstream Aerospace.

However, a planned major high-technology acquisition has been stalled and that section of the organizational chart remains vacant.

"We still would like to pick up a high-tech company. But it's hard to buy something with the stock market at record highs, so we're going slowly there," Sperlich said.

In July, Iacocca said Chrysler had failed in its efforts to acquire a "blockbuster" high-technology company and would begin courting smalier firms.

Some analysts have suggested that Chrysler has reduced its break-even point and is less in need of a high-tech acquisition to shield it from downturns in the auto business. Also, they said, Chrysler may be watching General Motors' experience with its Electronic Data Services acquisition before taking the plunge.

Domestic-car sales up 22% in final days of incentives

DOMESTIC SALES

	Oct. 1-10, 1986	Oct. 1-10, 1985
Renault		
Alliance-Encore	2,160†	2,065†
AMC	520†	400†
AMERICAN MOTORS	2,680†	2,465†
Chrysler	12,836	13,500
Plymouth	11,497	11,078
Dodge	15,034	13,816
CHRYSLER CORP.	39,367	38,394
Ford	40,474	34,052
Mercury	13,485	11,430
Lincoln	6,464	3,522
FORD MOTOR CO.	60,423	49,004
Buick	36,311	18,095
Cadillac	10,841	7,799
Chevrolet	37,985	34,463
Oldsmobile	30,302	25,698
Pontiac	21,591	20,494
GENERAL MOTORS	137,030	106,549
VOLKSWAGEN	1,310	1,510
HONDA	5,203	2,060
NISSAN	1,610	2,022
U.S. INDUSTRY TOTAL	247,623	202,004

†—Estimate

By Edward Lapham
AUTOMOTIVE NEWS STAFF REPORTER

The sales incentives went out with a bang, not with a whimper.

Early October new-car sales by the seven domestic producers rose 22.6 percent over the year-ago total to provide a fitting finale to the most recent round of annual-percentage-rate finance incentives.

Although the 247,623 retail deliveries in the Oct. 1-10 period were well above last year's 202,004, this year's total was still well below the period record of 298,105 set in 1968.

Honda, which did not use APR finance incentives, posted the largest year-to-year percentage gain with a 152.6 percent increase.

Other increases ranged from 28.6 percent for General Motors down to 2.5 percent for Chrysler Motors. Chrysler also had a finance incentive in early October last year.

Only Volkswagen, down 13.2 percent, and Nissan, down 20.4 percent, reported year-to-year sales declines.

PRODUCTION

U.S. CAR	Week Ended Oct. 18, 1986	Week Ended Oct. 19, 1985	Week Ended Oct. 11, 1986	Oct. to Date	Jan. 1 to Oct. 19, 1985	Jan. 1 to Oct. 18, 1986
AMERICAN MOTORS	1,500	0	0	2,387	93,105	42,362
Renault Total	1,500	0	0	2,387	93,105	42,362
Alliance	1,500	0	0	2,387	59,991	39,015
Encore	0	0	0	0	33,114	3,347
CHRYSLER MOTORS	25,200	10,285	25,214	66,517	1,026,797	1,050,384
Plymouth Total	9,100	2,796	9,309	24,573	297,568	330,322
Horizon	3,300	1,080	3,397	9,072	114,303	126,927
Sundance	1,500	0	1,235	3,423	0	17,045
Reliant	3,000	1,216	3,174	8,306	131,413	125,046
Caravelle	900	370	1,028	2,462	38,314	35,964
Gran Fury	400	128	475	1,220	13,538	15,339
Chrysler Total	6,900	3,745	6,384	17,287	333,452	316,700
Laser	0	356	0	0	42,550	26,978
LeBaron	1,000	869	1,095	2,705	73,118	71,341
LeBaron GTS	1,500	1,138	1,126	2,863	77,602	53,729
New Yorker/E-Class	2,300	477	1,311	4,337	52,739	60,000
Fifth Avenue	2,600	905	2,852	7,382	90,442	104,652
Dodge Total	9,200	3,744	9,521	24,657	391,777	403,362
Daytona	0	352	0	0	38,224	30,343
Omni	2,700	1,041	2,933	7,737	130,672	130,552
Shadow	1,500	0	1,368	3,590	0	16,012
Aries	3,000	925	2,864	7,378	110,089	98,150
Dodge 600	800	600	867	2,163	52,595	53,829
Lancer	700	598	843	2,069	53,393	40,856
Diplomat	500	227	646	1,721	27,804	33,620
FORD MOTOR	34,129	34,421	30,609	83,484	1,309,764	1,392,302
Ford Division	24,419	24,303	20,415	58,027	877,616	957,035
Escort	8,584	7,874	6,681	20,142	268,375	298,745
EXP	0	0	0	0	3,838	0
Mustang	704	4,016	0	1,548	145,269	145,927
Tempo	3,971	3,824	4,120	10,573	146,314	156,383
LTD	0	4,993	0	0	168,640	0
Taurus	9,031	193	9,254	23,276	200	249,020
Thunderbird	2,129	3,403	380	2,499	137,838	106,959
Crown Victoria	0	0	0	0	7,122	0
L-M Division	9,710	10,118	10,194	25,456	432,148	435,267
Mercury Total	5,641	5,758	5,485	14,254	303,770	293,750
Lynx	866	1,472	872	2,307	57,623	49,280
Capri	0	341	0	0	15,145	12,344
Topaz	1,252	1,023	1,310	3,338	44,901	46,268
Cougar	0	2,727	0	0	100,798	86,951
Marquis	0	1,100	0	0	80,487	0
Sable	3,523	95	3,303	8,609	88	98,907
Grand Marquis	0	0	0	0	4,733	0
Lincoln Total	4,069	3,360	4,709	11,202	128,378	141,517
Continental	400	399	472	1,116	20,512	15,478
Lincoln	3,052	2,642	3,533	8,403	93,641	106,145
Mark VII	617	319	704	1,683	14,235	19,894
GENERAL MOTORS	76,123	104,506	86,556	266,287	3,868,715	3,310,212
Buick Total	14,358	22,063	16,033	39,861	804,432	618,309
Skyhawk	1,855	2,317	1,846	4,738	84,081	67,723
Century	3,618	8,084	3,711	8,456	226,249	181,962
Regal	0	3,415	0	1,052	109,202	46,703
Skylark (X-car)	0	0	0	0	40,953	0
Somerset/Skylark	2,305	2,751	2,286	6,036	100,011	88,401
LeSabre (fwd)	5,595	605	5,002	13,496	1,633	128,130
LeSabre/Electra(rwd)	338	842	336	849	91,717	12,261
Electra(fwd)	0	3,687	2,624	4,341	104,787	72,876
Riviera	647	162	248	895	45,799	20,247
Cadillac Total	5,405	5,300	5,465	13,882	267,063	253,215
Cimarron	0	697	377	602	20,802	19,319
Cadillac (rwd)	1,200	662	972	2,871	32,214	64,464
DeVille (fwd)	3,200	3,681	3,671	8,959	136,186	132,697
Eldorado	596	177	240	836	50,923	19,196
Seville	409	103	205	614	26,936	17,539
Chevrolet Total	25,995	35,201	31,290	71,623	1,302,382	1,038,933
Chevette	2,495	2,989	2,544	6,543	128,927	81,710
Camaro	3,326	4,897	3,219	8,611	168,003	143,996
Cavalier	5,302	13,846	9,068	19,511	394,526	320,662
Celebrity	7,915	3,365	8,594	16,449	214,875	199,007
Citation	0	0	0	0	28,699	0
Corsica/Beretta	720	0	591	1,630	0	2,368
Monte Carlo	0	3,230	1,094	2,698	112,786	90,463
Chevrolet	5,597	8,271	5,603	14,525	215,545	177,852
Corvette	640	1,003	637	1,655	36,890	22,875
Oldsmobile Total	11,869	22,564	14,619	35,169	948,765	773,316
Firenza	1,000	1,212	947	2,465	50,270	31,049
Calais	2,719	3,478	2,610	6,768	119,554	94,605
Cutlass Ciera	3,991	7,411	4,008	9,936	282,635	194,314
Cutlass Supreme	0	5,357	1,096	2,009	187,532	93,336
88 (fwd)	1,603	1,610	2,162	5,869	3,808	239,402
88 (rwd)	430	306	341	1,021	162,880	15,257
Olds 98	1,410	3,170	3,291	6,470	114,706	90,214
Toronado	466	120	164	630	27,570	14,539
Pontiac Total	18,496	19,278	19,149	47,732	546,073	626,445
Acadian**	0	726	363	578	10,954	12,839
Fiero	1,760	2,423	1,695	4,509	94,019	54,525
1000	825	1,432	827	2,133	24,386	14,983
Firebird	2,124	2,751	2,117	5,390	89,773	83,386
2000 Sunbird	2,223	3,236	2,465	6,415	113,828	110,857
Grand Am	5,072	4,360	4,825	15,641	106,112	161,344
6000	2,880	1,451	2,763	5,643	41,868	107,565
Bonneville	3,287	0	1,761	6,578	0	10,276
Parisienne	325	2,899	336	847	65,240	47,046
HONDA	6,509	2,806	6,097	16,183	117,016	172,461
Civic	1,500	0	1,224	3,442	0	6,026
Accord	5,000	2,806	4,873	12,737	117,016	166,435
NISSAN	1,725	1,523	2,534	5,689	27,467	35,153
SUMMIT	3,000	1,900	3,000	7,800	41,039	155,658
Corolla	110	0	110	286	0	220
Nova*	2,890	1,900	2,890	7,514	41,039	155,438
VOLKSWAGEN	2,000	2,379	1,823	5,040	75,301	66,466
Golf/GTI	2,000	2,379	1,823	5,040	75,301	66,466
Total Cars, U.S.	150,177	157,820	155,933	395,384	6,559,224	6,225,050
Total Cars, Canada	21,963	19,430	23,830	59,727	838,267	827,474
N. American Cars	172,140	177,250	179,763	455,111	7,397,491	7,052,524
N. American Trucks	80,282	80,721	81,907	216,858	3,431,697	3,509,177
North American Cars and Trucks	252,422	257,971	261,670	671,969	10,829,188	10,561,701

*—Revised estimate. **—All Acadians are built for sale in Canada.
Weekly estimates may contain error of one or two units due to rounding.

3 GM plants down; week's output declines to 150,177 cars, off 3%

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

With three General Motors plants idle, last week's targeted domestic auto production dipped 3.69 percent from the prior week's build.

Automakers scheduled output of 150,177 cars last week, down from the previous week's 155,933. The total was 4.84 percent below the year-ago week's 157,820.

So far this year, 6,225,050 cars have been built, 5.09 percent below the 6,559,224 completed last year at this point.

Last week's scheduled production was split as follows: GM, 50.68 percent; Ford Motor Co., 22.73 percent; Chrysler Motors, 16.78 percent; Honda of America Manufacturing Inc., 4.33 percent; New United Motor Manufacturing Inc., 2.00 percent; Volkswagen of America, 1.33 percent; Nissan Motor Manufacturing Co., U.S.A., 1.15 percent; and American Motors, 1.00 percent.

GM's Flint, Mich. (Buick City), plant is idle this week (Oct. 20) for inventory adjustment, affecting 4,700 workers. The plant is expected to resume production Oct. 27.

GM's plants in Arlington, Texas, and Wentzville, Mo., resumed output today (Oct. 20). Both plants had been idle for one week for inventory adjustment.

Downtime at GM's Janesville, Wis., plant was extended for one week because of a materials shortage. The plant is expected to resume Oct. 27.

GM's Linden, N.J., plant was slated for overtime Saturday (Oct. 18).

AMC's Kenosha, Wis., plant resumed output last week (Oct. 13). The plant had been closed for one week to adjust inventories.

All Ford plants are slated for daily overtime this week.

Three Ford plants are scheduled for overtime next Saturday (Oct. 25). They are Wixom, Mich.; Edison, N.J.; and Wayne, Mich.

Chrysler's Belvidere, Ill. and St. Louis (No. 2) plants were slated for overtime last Saturday.

Those plants along with Chrysler's Newark, Del., plant are scheduled for daily overtime this week.

Truck production holds steady for week

Last week's scheduled domestic truck production of 70,065 was down slightly (0.87 percent) from the previous week's 70,680 and was 1.19 percent below the year-ago week's 70,911.

So far this year, 2,856,636 trucks have been assembled, 3.46 percent more than the 2,761,031 completed last year at this point.

General Motors' Pontiac, Mich., plant was idle last week for inventory adjustment. The plant is scheduled to resume production today (Oct. 20).

Ford Motor Co. closed its plants in Norfolk, Va., and Twin Cities, Minn., today for model changeover, affecting 2,571 workers. Both plants are expected to resume output Oct. 27.

GM scheduled Saturday (Oct. 18) overtime at the following plants: Detroit; Baltimore; Flint, Mich. (No. 1); and Janesville, Wis.

Ford slated Saturday overtime at its St. Louis plant.

The following Ford plants are scheduled for daily overtime this week (Oct. 20): Kansas City, Mo.; Louisville, Ky.; Lorain, Ohio; Wayne, Mich.; and St. Louis.

Chrysler Motors' Warren, Mich., plant was slated for overtime last Saturday and also for daily overtime this week.

Holiday cuts Canada total

With all plants closed last Monday (Oct. 13) in observance of the Thanksgiving holiday, last week's scheduled car and truck production in Canada declined from the previous week's output.

Carmakers targeted 21,963 units last week, 7.83 percent below the prior week's 23,830. The total was 13.04 percent more than the year-ago week's 19,430, which was also a holiday week.

So far this year, 827,474 cars have been assembled, 1.29 percent below the 838,267 completed last year at this point.

Truck production dipped 9 percent to 10,217 from the previous week's 11,227, but it was 4.15 percent more than the year-ago week's 9,810.

Year-to-date, 652,541 trucks have been built, 2.70 percent below the 670,666 assembled last year at this time.

The GM truck plant in Scarborough, Ontario, resumed output last Monday (Oct. 13). The plant had been idle for one week to adjust inventories.

CANADIAN CAR	Week Ended Oct. 18, 1986	Week Ended Oct. 19, 1985	Week Ended Oct. 11, 1986	Oct. to Date	Jan. 1 to Oct. 19, 1985	Jan. 1 to Oct. 18, 1986
AMERICAN MOTORS	100	328	102	275	8,935	3,316
FORD MOTOR	10,739	7,111	10,248	26,884	388,703	417,027
GENERAL MOTORS	10,944	11,811	13,255	32,028	432,756	399,241
VOLVO	180	180	225	540	7,873	7,890
Total Cars, Canada	21,963	19,430	23,830	59,727	838,267	827,474

U.S. TRUCK☆	Week Ended Oct. 18, 1986	Week Ended Oct. 19, 1985	Week Ended Oct. 11, 1986	Oct. to Date	Jan. 1 to Oct. 19, 1985	Jan. 1 to Oct. 18, 1986
CHEVROLET	23,290	23,441	22,856	60,191	953,687	951,148
DODGE	4,200	1,706	4,746	12,217	171,789	98,487
FORD	23,934	27,528	25,306	66,595	942,515	1,125,041
GMC	7,519	5,971	7,757	19,896	289,488	288,633
NAVISTAR	1,620	1,555	1,617	4,212	60,025	57,499
JEEP	4,400	5,882	4,416	11,513	179,544	149,739
NISSAN	2,752	2,776	1,632	5,438	87,000	91,973
AM GENERAL*	50	50	50	130	2,030	2,024
MISCELLANEOUS*	2,300	2,000	2,300	5,980	74,953	92,092
Total Trucks, U.S.	70,065	70,911	70,680	186,172	2,761,031	2,856,636

CANADIAN TRUCK	Week Ended Oct. 18, 1986	Week Ended Oct. 19, 1985	Week Ended Oct. 11, 1986	Oct. to Date	Jan. 1 to Oct. 19, 1985	Jan. 1 to Oct. 18, 1986
AMERICAN MOTORS	585	0	576	1,593	0	22,556
CHRYSLER	7,000	2,945	7,153	19,578	311,078	317,332
FORD	912	2,175	3,297	6,350	128,813	126,486
GENERAL MOTORS	1,560	4,539	0	2,684	221,652	178,687
NAVISTAR	160	151	201	481	9,123	7,481
Total Trucks, Canada	10,217	9,810	11,227	30,686	670,666	652,541
N. American Trucks	80,282	80,721	81,907	216,858	3,431,697	3,509,177

—Includes window van production. *—Estimated
☆Includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Weekly estimates may contain error of one or two units due to rounding.

Toyota appoints Kentucky execs

GEORGETOWN, Ky. — Fujio Cho and Yoshiyuki Nakai have been named to high posts with Toyota Motor Manufacturing U.S.A., which is constructing an auto manufacturing plant here.

Cho was appointed executive vice president and chief operating officer, and Nakai was named manufacturing vice president.

Toyota Motor Manufacturing previously announced the appointments of Kaneyoshi Kusunoki as president and chief executive officer and Alex Warren Jr. as vice president — administration.

Cho, 49, joined Toyota in Japan in 1960 and became a general manager in the North American project office earlier this year. He will be the senior executive in Kentucky and will also be responsible for the production control, purchasing and finance departments.

Nakai, 46, joined Toyota in Japan in 1961 and also became a general manager in the North American project office this year. He will be responsible for the plant, quality control and production engineering departments.

Toyota also named general managers to head key departments.

Mike Dodge, 43, previously production manager at Volkswagen of America's Westmoreland, Pa., assembly plant, was named plant general manager.

Sam Heltman, 41, most recently vice president for personnel with New Holland Inc., was named general manager for human resources.

Dewey Crawford, 43, formerly employee relations manager at FMC Corp., was named personnel manager.

Purchasing, quality control and production engineering departments will be headed by Japanese managers to be named later. The rest of the management team will be named soon.